

Trever F. Acers
Founder & Managing Partner
Passage Venture Partners LLC.

Trever Acers is a founding partner of Passage Venture Partners, a venture capital firm providing capital and venture advisory services to early stage software companies. In his role as Managing Partner, Trever led the market, management, financial, and technology evaluation of 200+ technology firms.

Previously, Mr. Acers served as a Sr. Global Program Manager in the Enterprise Software Group at EMC Corporation (NYSE:EMC), the world leader in information storage solutions and services. While with EMC, he drove globally distributed product teams for multiple recently acquired software product groups with total annual revenues of \$29M and was instrumental in EMC's strategic expansion into India. Trever came to EMC via the acquisition of storage management software provider, Prisa Networks. In his role at Prisa Networks, Trever led a strategic partnership with Dell (NASDAQ:DELL), strengthening a critical channel relationship, driving successful solution co-development, and catalyzing Dell's endorsement of EMC's acquisition. Prior to Prisa Networks, Trever led the day-to-day operations of globally dispersed software services teams at Oneworld Software for clients including Kyocera Wireless. Trever began his professional career with KPMG Consulting (NYSE:BE) where he led business performance improvement engagements utilizing an interdisciplinary strategic, operational, and financial consulting methodology for clients in a diverse range of industries.

Mr. Acers holds a Masters in Business Administration with a concentration in entrepreneurial finance from the UCLA Anderson School of Management and a Bachelor's degree with high honors in Business Administration from the University of San Diego. Trever is committed to enhancing San Diego's entrepreneurial infrastructure and has collaborated in numerous forums including the San Diego Venture Group PitchFest, RTA Connect High Tech Venture Round Table, San Diego Software Industry Council Business Development Forum, and CommNexus NextStage Mentor Program. Additionally, he volunteers as a guest speaker to UCSD Beyster Institute's Entrepreneurial Training Programs and SDSU's Entrepreneurial Management Center.

Passage Venture Partners

Passage Ventures provides capital and venture management advisory services to early stage software companies. Target companies are positioned for rapid growth, but have not yet acquired the full set of criteria necessary to access traditional venture capital. Target investment range is \$2500K to \$2M. Passage Ventures focuses solely on investment opportunities where we can leverage our partnership's entrepreneurial management, software industry, and business development experience to add significant post-investment value.